

# How To Get What You Want

## A Guide to Success

Wallace D. Wattles' self-help guide "How To Get What You Want" presents a comprehensive framework for achieving success through the cultivation of "Power-Consciousness" - a state of mind characterized by unwavering belief in one's ability to succeed. This document explores Wattles' core philosophy that success is not determined by external factors such as environment or luck, but rather by the individual's own internal power and their ability to harness it effectively. Through developing one's faculties, utilizing them constructively, and focusing on perfection in present tasks, Wattles argues that anyone can unlock their potential and achieve their desired outcomes.

Wattles emphasizes that success is an incremental process, not a sudden leap. As he explains, "The doing to perfection of one thing invariably provides us with the equipment for doing the next larger thing." This evolutionary approach recognizes that growth occurs through consistent excellence in present circumstances, creating stepping stones toward larger ambitions. By focusing on perfecting current functions, you naturally attract the resources and opportunities needed for advancement.

In personal relationships, Wattles' principles manifest as genuine interest and investment in others' well-being. By approaching family and social connections with surplus life and positive energy, individuals create a supportive environment that contributes to their overall success. This holistic approach recognizes that advancement in one area of life often depends on harmony across all domains.

# The Cause of Success

According to Wattles, success is an effect caused by specific actions, not random chance or external circumstances. He firmly establishes that "Success is essentially the same in all cases; the difference is in the things the successful people want, but not in the success." This universal principle applies regardless of one's specific goals or ambitions.

The foundation of Wattles' philosophy is that "the cause of success lies within the individual." Rather than blaming environment, education, or opportunity, he places the responsibility squarely on the person's internal qualities and development of personal power. This empowering perspective shifts control to the individual rather than external factors.

Wattles emphasizes the importance of identifying and developing your strongest faculties. Just as a musician needs musical talent, success in any field requires specific abilities. The key is to recognize your natural strengths and deliberately cultivate them to their highest potential. However, he notes that having talent alone is insufficient - it must be properly applied through what he terms "Power-Consciousness."

## Success as an Effect

Success follows universal principles regardless of the specific goal being pursued.

## Internal Origin

The cause of success resides within the individual, not in external circumstances.

## Faculty Development

Identifying and cultivating your strongest natural abilities is essential for achievement.

## Proper Application

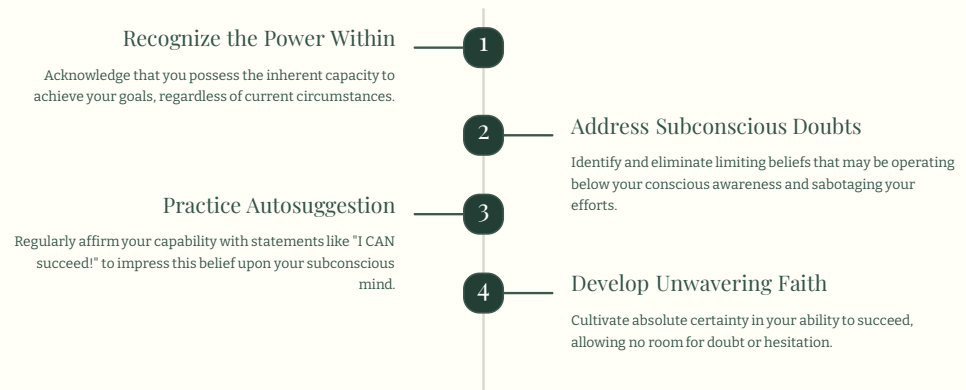
Having talent is not enough; it must be effectively applied through Power-Consciousness.

The chapter concludes with the crucial understanding that success begins with conviction. As Wattles states, "It is a true statement, however, that he can whose sub-conscious mind knows that he can." This foundational belief in one's ability to succeed forms the bedrock upon which all other success principles are built.

# Active Power-Consciousness

At the heart of Wattles' philosophy lies the concept of "Active Power-Consciousness," which he identifies as the missing ingredient that separates those who succeed from those who fail despite similar abilities. This state of mind encompasses both knowing you can succeed and understanding how to achieve your goals - a combination of confidence and competence that propels individuals toward their desired outcomes.

Wattles equates Power-Consciousness with faith, but not in the conventional religious sense. He defines it as "active power-consciousness" - not simply believing the improbable, but knowing with certainty that you can achieve your goals and understanding the pathway to do so. This unwavering conviction becomes the driving force behind successful action.



A critical aspect of developing Power-Consciousness involves addressing subconscious doubts. Wattles explains that many people fail because their subconscious mind harbors doubts about their ability to succeed, even when they consciously believe otherwise. He states, "The subconscious is the working or producing mind, and if it is impressed with the conviction that you are not able to do what you want to do, it will work to produce that inability in you."

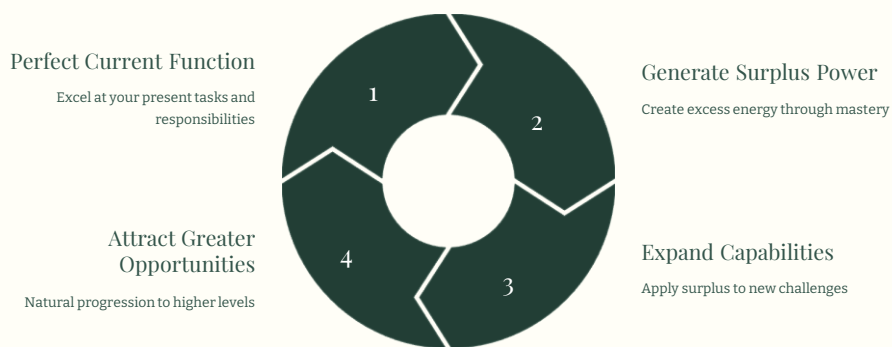
To overcome these subconscious limitations, Wattles recommends a practical mental exercise involving autosuggestion. By repeatedly affirming "I CAN succeed!" with conviction, individuals can gradually impress this belief upon their subconscious mind. This practice aligns both conscious and subconscious faculties toward the same goal, creating a powerful internal harmony that manifests as external success.



# Perfecting Function

Wattles introduces a fundamental principle for advancement: perfecting your current function is the key to accessing greater opportunities. He emphasizes that success comes through the constructive use of what you already have - your current abilities, resources, and relationships. Rather than waiting for ideal circumstances, Wattles urges readers to maximize their present situation as the pathway to growth.

To illustrate this principle, Wattles draws a compelling analogy with the evolution of flight in animals: "The squirrels developed the flying-squirrel, and then the bat, and finally the bird. The bat is a better flyer than the flying-squirrel because it has developed more perfect flying functions." This evolutionary progression demonstrates how perfecting function on a lower plane creates the conditions for reaching a higher one. Each stage builds upon the previous, with excellence at one level enabling advancement to the next.



Wattles emphasizes that advancement requires more than merely filling your present place - you must exceed expectations and perform at an exceptional level. As he states, "The doing to perfection of one thing invariably provides us with the equipment for doing the next larger thing." This principle applies universally, whether in business, relationships, or personal development. By striving for excellence in your current position, you naturally create the conditions for growth.

The concept of surplus power is central to Wattles' teaching. When you perform tasks perfectly, you generate excess energy that can then be applied to larger, more complex endeavors. This surplus creates momentum and attracts new opportunities. As Wattles explains, "You can get what you want in the future only by concentrating all your energies upon the constructive use of whatever you are in relation with today." This focus on present excellence becomes the foundation for future success.



# Making Today a Stepping Stone

Wattles emphasizes that achieving future goals requires making the most of present circumstances. Rather than waiting for ideal conditions, he advocates concentrating all your energy on the constructive use of today's resources and relationships. This present-focused approach creates the foundation for future success.

The principle of striving for the best today is central to Wattles' philosophy. He argues that settling for mediocrity in current endeavors severely limits future possibilities. By consistently seeking excellence in all actions, you create momentum toward greater achievements. As he states, "You can get what you want in the future only by concentrating all your energies upon the constructive use of whatever you are in relation with today."



Wattles places significant emphasis on injecting surplus power into every action. He advises, "Put into every relation, business, domestic or social, more than enough life to fill that relation." This excess energy creates a positive impression, attracts support, and propels advancement. By consistently giving more than required, you establish a pattern of excellence that naturally leads to growth.

Constructive relationships form another crucial aspect of Wattles' approach. He emphasizes that success requires positive engagement across all life domains - business, family, and social circles. By approaching each relationship with genuine interest and goodwill, you create a supportive network that contributes to your overall success. This holistic perspective recognizes that advancement rarely occurs in isolation but is supported by a web of positive connections.

# The Principles of Wealth-Culture

In outlining his principles of wealth-culture, Wattles emphasizes the importance of having a clear mental picture of your desired outcome. This vivid visualization serves as a blueprint for success, guiding your actions and maintaining your focus. Without this clarity, efforts become scattered and ineffective. As Wattles explains, a precise mental image creates a constant reminder of your goal, allowing you to align all thoughts and actions toward its achievement.

Once you have established this clear vision, Wattles urges taking immediate action toward your goal, regardless of current limitations. He advocates beginning where you are with available resources, rather than waiting for ideal circumstances. This practical approach recognizes that progress occurs through consistent effort, not by waiting for perfect conditions. Even small steps in the right direction create momentum toward larger achievements.

## Visualize Your Desired Outcome

Create and maintain a clear mental picture of exactly what you want to achieve. This image serves as both motivation and guidance, keeping your efforts focused and aligned with your ultimate goal.

## Take Action From Where You Are

Begin moving toward your goal immediately, using whatever resources are currently available. Don't wait for perfect conditions or additional resources before starting your journey.

## Infuse All Actions With Positive Energy

Approach every task and interaction with constructive thoughts and surplus energy. This positive approach attracts support and creates opportunities for advancement.

## Embrace Abundance Over Competition

Reject the competitive mindset that success requires taking from others. Instead, recognize that there is enough for everyone, allowing you to pursue your goals without undermining others.

Wattles strongly advises against adopting a competitive spirit in the pursuit of wealth. He argues that there is abundant prosperity available to all without the need to take from others. This perspective shifts focus from competing against others to maximizing your own potential. By rejecting the scarcity mindset, you can pursue success with integrity and positive energy.

The principles culminate in a three-part formula for achievement: take action upon your present environment, maintain unwavering faith in your ability, and constantly hold the vision of your goal in mind. This comprehensive approach combines practical action with mental discipline, creating a powerful framework for success. As Wattles summarizes, success comes through the harmonious application of these principles, allowing you to tap into your boundless potential.

# Practical Application and Case Studies

Wattles' principles can be applied across various life domains, from career advancement to personal relationships. Consider the case of someone aspiring to own a department store but currently only having resources for a newsstand. Following Wattles' approach, they would operate that newsstand with the excellence and vision of a department store owner, perfecting their current function while maintaining a clear mental picture of their ultimate goal.

This practical application demonstrates how starting where you are and maximizing present opportunities creates a foundation for growth. By exceeding expectations in their current position and injecting surplus energy into every customer interaction, the newsstand owner builds momentum toward their larger ambition. Their excellence attracts notice, builds a loyal customer base, and potentially draws investors or opportunities for expansion.



## Perfecting Present Function

By providing exceptional service in their current role, individuals create the foundation for advancement. This dedication to excellence generates surplus energy that attracts new opportunities.



## Maintaining Clear Vision

Keeping a vivid mental picture of the desired outcome guides actions and maintains focus. This visualization serves as both motivation and blueprint for success.



## Building Constructive Relationships

Cultivating positive connections across all life domains creates a supportive network that contributes to overall success and advancement.

Another example involves career advancement within an organization. Rather than merely meeting job requirements, an employee applying Wattles' principles would exceed expectations, demonstrate initiative, and approach each task with surplus energy. They would visualize their desired promotion while perfecting their current role, creating a natural pathway to advancement. This approach transforms their present position into a stepping stone toward larger ambitions.

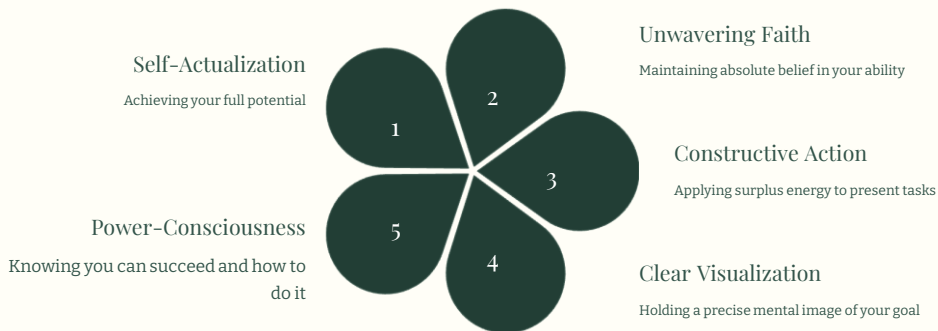
These practical applications illustrate how Wattles' principles translate into tangible results across various contexts. By consistently applying the concepts of Power-Consciousness, perfecting function, and constructive use of present resources, individuals can create a steady progression toward their desired outcomes.

# Conclusion

## The Path to Achieving What You Want

Wallace D. Wattles' "How To Get What You Want" presents a comprehensive framework for achievement that remains relevant despite being written over a century ago. His core philosophy centers on the development of "Power-Consciousness" - a state of unwavering belief in one's ability to succeed combined with the knowledge of how to achieve desired outcomes. This internal power, rather than external circumstances, determines success.

The key principles outlined by Wattles form a cohesive approach to personal and professional advancement. By identifying and developing your strongest faculties, impressing your subconscious mind with the belief that you can succeed, perfecting your current functions, and putting surplus life into every action and relationship, you create a powerful momentum toward your goals. As Wattles states, "The cause of success is always in the person who succeeds."



Perhaps most importantly, Wattles advocates for a mindset of abundance rather than competition. He believes there is enough prosperity for everyone without the need to take from others. This perspective allows for ethical advancement that contributes positively to the world rather than depleting it. By pursuing success with integrity and positive energy, you align with what Wattles sees as universal principles of growth and expansion.

In essence, Wattles' message is one of empowerment and responsibility. Success lies within your grasp if you develop the necessary internal qualities and apply them consistently. As he concludes, "You can get what you want in the future only by concentrating all your energies upon the constructive use of whatever you are in relation with today." This present-focused approach, combined with unwavering faith and clear vision, creates a powerful formula for achieving what you want.